

Message Text

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INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

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R 150038Z APR 76

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

AMCONSUL RECIFE

UNCLAS STATE 090541

E.O. 11652: N/A

TAGS: BENC, BR

SUBJECT: MAJOR PROJECT: SUGAR ALCOHOL CONVERSION

REF: (A) RIO DE JANEIRO 1080; (B) STATE 53941;

--- (C) RIO DE JANEIRO 0816

1. ROBERTO RESENDE, PRESIDENT OF MECANICA PESADA CONTINENTAL, VISITED COMMERCE/MEPD PER REF A ON APRIL 12 TO DISCUSS SUBJECT PROJECT. FSO JAMES DURHAM, WHO WILL LEAVE SHORTLY FOR ASSIGNMENT IN RIO, WAS AT MEPD FOR BRIEFING AND PARTICIPATED IN MEETING.

2. RESENDE REPEATED FIRM'S BASIC REQUIREMENTS REPORTED REF C. HE INDICATED THAT IN ADDITION TO USE IN

AUTOMOTIVE FUEL, SUGAR ALCOHOL PRODUCED FROM PROPOSED PROJECT MIGHT POSSIBLY BE USED IN PVC PRODUCTION AS WELL.

(RESENDE BELIEVES THERE IS POSSIBILITY THAT PVC PLANT

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MIGHT BE ESTABLISHED IN ALAGOAS SOMETIME IN FUTURE TO

UTILIZE CHOLRINE PRODUCED IN SODIUM HYDROXIDE PLANT NOW
BEING BUILT THERE.)

3. WE GAVE RESENDE TELEPHONE NUMBERS OF DRAVO AND MCKEE
CONTACTS. ALSO TOLD HIM ANOTHER U.S. FIRM, A.M. KINNEY,

EXPRESSED INTEREST. (CONTACT: MR. GERRY MARKS, 270 PARK
AVENUE, NEW YORK, NEW YORK 10017, TEL:(212)867-6444).
RESENDE WAS LEAVING FOR MIAMI BUT STATED HE WOULD MAKE
PRELIMINARY TELEPHONE CALL TO THESE THREE FIRMS FROM
THERE BEFORE LEAVING FOR BRAZIL. HOWEVER, HE
MENTIONED HIS LONG PERSONAL FRIENDSHIP WITH MORRISON
KNUDSEN BRAZILIAN PERSONNEL AND FACT THAT M-K IS WELL
KNOWN IN BRAZIL. HE WAS ALSO CONCERNED THAT FOREIGN
EXCHANGE COMPONENT BE AS SMALL AS POSSIBLE. RESENDE
INDICATED HIS PREFERENCE TO TALK FIRST ON SPECIFICS WITH

M-K BEFORE MOVING BEYOND PRELIMINARY STAGE WITH OTHER
FIRMS. RESENDE PLANS TO BE IN U.S. AGAIN IN MAY.

4. HE ALSO STATED THAT MECANICA PESADA PLANS TO
MODERNIZE AND EXPAND ITS FOUNDRY AND ASKED MEPD TO
LOCATE U.S. FIRMS WHICH COULD OFFER ENGINEERING
ASSISTANCE. WE ARE PURSUING AND WILL INFORM CONSULATE
OF RESULTS.

5. WE ENCOURAGED RESENDE TO KEEP IN TOUCH WITH
CONSULATE ON PROJECT. WILL PASS ON ANY FURTHER FEEDBACK
WE GET FROM THIS END. KISSINGER

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